

AN ERA OF HIGH SALARIES.

MEN WHOSE PAY IS LARGE AND THE QUALITIES THAT EARN IT.

Lyman J. Gage on the Demand for Men Worth \$25,000 a Year—Instances of Men Comparatively Young With Great Incomes—Salaries of \$50,000 a Year and More in Business.

It may be that future historians will refer to the present time as the era of big salaries. When Lyman J. Gage, former Secretary of the Treasury, left his \$30,000 Cabinet place in Washington, the other day, and accepted an offer to become president of the United States Trust Company at a salary said to be \$50,000 a year, certain business men in Chicago, his old home, expressed a doubt as to whether he was able to earn that enormous amount.

The idea of a big salary for little work has its fascinations—and its fallacies. Big pay and little or nothing to do are two circumstances seldom conjoined in this world; though the uniformed waitstaff dream of such conditions.

That any man should render actual services commensurate with a salary of \$50,000 a year is really beyond the understanding of the average troller whose stipend is \$2 or \$3 a day. Nevertheless, in this matter of age there are probably very few persons receiving prodigious pay who do not earn every dollar of it.

"You may be sure that Mr. Gage will be worth more than \$50,000 a year to his employers, or they wouldn't hire him," said a Chicago banker who formerly was Commissioner of the Currency. "Perhaps you may remember a highly interesting remark made by former Secretary Gage last fall in an address to the bank clerks of Denver."

"He told them that the demand for good bank clerks was so much greater than the supply that he could place at least twenty young men in financial institutions of this country at a salary of \$25,000 a year each. The fact is that capital, whether employed in commercial or industrial enterprises, or in banking, is always on the alert for able men. There never was a time when first-class abilities could command so much in salaries as now."

This seems to be true enough. Even \$25,000 a year for the hire of one man's brain is a vast sum; it is half the salary of the President of the United States, and few persons in private enterprises receive so much; yet there is still an unexplained demand at this rate of pay.

Mr. Gage's remark doubtless was intended to lay stress upon the fact that a score of young men worth \$25,000 each could not easily be found. It is conceded by business men generally that when found, a strong, buoyant, resourceful, courageous young man whose education has been specialized may obtain ready employment at the salary named, not only in banking, but in railroading, engineering and developing large commercial and industrial enterprises. The field is broad and the numbers of the situation are few.

Some months ago, when Charles Counsellman was elected President of the American Fisheries Company, a concern that has control of many of the canning factories in the State of Washington and along the shores of Alaska, it was announced that his salary was to be \$50,000 a year. Like Mr. Gage, Mr. Counsellman is a Chicagoan, and he has had long and successful experience as a grain merchant on the Board of Trade, an owner of grain elevators, a builder of skyscrapers, a dealer in real estate and a man of large business interests generally. He began with little or nothing, and such education as he possesses he acquired in the school of experience. He was always alert, creative and resourceful, looking for big problems to solve, and he solved them. He is to-day a man of large fortune and great commercial activity, still in the prime of life.

There is still another Chicago man who is said to be receiving a yearly salary so big that many would consider it a fair fortune after a lifetime of industrious effort. This is Conrad H. Matthieson, President of the Chicago Sugar Refining Company, sometimes called the Glucose Trust.

He is now about 35, and his annual salary has been variously stated as \$65,000 and \$75,000. At any rate, it is big enough to be highly exceptional. He is but fifteen years since he left college, and at first he worked ten hours a day, carried his lunch with him, and earned \$12 a week. Step by step he mastered every detail of the business and rose to be manager.

Then a crisis arose, calling for the highest executive ability, and he was equal to the emergency. His company was in a rate-cutting pool and its profits had disappeared. Upon his aggressive initiative it withdrew from the pool, inaugurated a fight of its own and within two years was paying 80 per cent. in dividends. That was inspired in Mr. Matthieson an ambition to control the entire field, and this was accomplished under his direction shortly after the passage of the Dingley Tariff bill, which opened up a better future for the trade.

Most of the concerns absorbed by his company were losing money, but under the combine which he organized their stocks were converted into gold. This young man earns his princely salary by successfully handling \$40,000,000 of combined capital and conducting the glucose business, comprising some twenty departments, in such a systematic and prosperous way that the shareholders are well satisfied.

He says that hard work is a tonic to him and he keeps at it early and late, never giving a subordinate to do more than he does himself. He knows no other secret.

When Richard D. Deland, President of the National Park Bank, left New York, early last year, it was said that no other bank President in the United States received such big pay for his services. The reason given for this increase was that the bank's business had expanded so much and the responsibilities of its executive had become so great that he well deserved a salary only \$10,000 less than that received by the Chief Executive of the nation.

As the custodian of \$70,000,000, to be successfully handled in such financial operations as are open to national banks, his responsibilities are tremendous. Mr. Deland began his business career as clerk in a mercantile house on a salary of \$3 a week. He is quoted as saying: "Life is not summed up in the accumulation of riches. One may be happy, though poor. I know that, for I was happy when I had only \$5 a week. There is much satisfaction in this world in work well done."

There has been much talk concerning the salary of Charles M. Schwab, President of the United States Steel Corporation. At first reports placed it at \$100,000 a year. When this talk died it was stated, on what seemed to be good authority, that his actual salary is \$100,000, but that he receives a contingent fee, estimated at \$125,000 annually, based on one-fourth of 1 per cent. of all the corporation may earn over and above its fixed charges.

WHAT IS MAN'S PROPER FOOD?

A COMPLEX PROBLEM NOT YET SOLVED BY SCIENCE.

No General Rules Now Possible, Says Eustace Miles, Amateur Feeding Champion—Feeds of Animals and of Man—Civilized and Semi-Civilized—Effect of Modern Conditions.

If each one of us waited for science to tell him clearly what he should eat, and how much, and at what times, he might have to wait for twenty centuries. Meanwhile we have to be content either to follow custom slavishly, to eat whatever is put before us, and to ask no questions, which means to listen to no questions or complaints from our internal organs and apparatus and to dismiss these complaints as inevitable or ridiculous; or else to get some workable theory as a makeshift until science can tell us something more definite about ourselves and about the changes which go on within our bodies.

There are authorities in plenty who inform us that such-and-such foods must be the best possible foods for you and me, and for all others. But what do these authorities know about you or me as individuals, and how many of them agree as to the exact meaning of that delightful phrase, "such-and-such?"

Does it include beef and beer, or fruit and water, or fish and potatoes, or beef and nuts, or toast and cheese? Only the other day I was vigorously assailed by a crowd at a public meeting. He said: "Mr. Miles refuses to lay down any one diet for everybody, but I say that bread and apples must suit everybody."

It is obvious that this enthusiastic vegetarian, or fruitarian, thought that he himself was everybody—a not uncommon fallacy.

Now it is impossible for me to guarantee the complete success of any one diet, or even of any one sort of food, and I am not even sure that the inclination must experiment for himself. All that I can do is to show what is the theory, perhaps only a theory, of food and feeding, and then to try and draw a few conclusions from it.

For the sake of being practical and concrete I may suggest a specimen meal. My own favorite at the present time is a bowl of soup, a piece of meat, a piece of bread, a piece of fruit, a glass of milk, and a glass of water. This is the diet I follow, and I feel that it is the best I can do for myself.

It consists of plasmon blancmange, milk and an apple; the quantity of the two former will vary according to the number of meals a day, the exercise and so on. Enough of protein, together with salts, we know to be contained in two ounces of plasmon and four ounces of milk.

It is comforting to reflect that this diet seems to be correct in theory, for it has passed the test of long experience. It includes all the foodstuffs which we need, and it is as pure as air. We can eat such a meal slowly, and as pure as air as we could obtain, and it will be found to be the best diet for us. We should be feeding extremely healthily.

But this is not the only reason why I take it. I was vigorously assailed by a crowd at a public meeting. He said: "Mr. Miles refuses to lay down any one diet for everybody, but I say that bread and apples must suit everybody."

It is obvious that this enthusiastic vegetarian, or fruitarian, thought that he himself was everybody—a not uncommon fallacy.

Now it is impossible for me to guarantee the complete success of any one diet, or even of any one sort of food, and I am not even sure that the inclination must experiment for himself. All that I can do is to show what is the theory, perhaps only a theory, of food and feeding, and then to try and draw a few conclusions from it.

For the sake of being practical and concrete I may suggest a specimen meal. My own favorite at the present time is a bowl of soup, a piece of meat, a piece of bread, a piece of fruit, a glass of milk, and a glass of water. This is the diet I follow, and I feel that it is the best I can do for myself.

CREATURES OF THE DESERT.

Reptiles and Other Animals That Thrive on the Sandy Wastes.

From the London Spectator.

There are cold deserts and hot deserts, but it is in the latter that the presence and continuance of animal life are the more remarkable. There are almost no places, however, in the world where life is so common as in the vast, arid, and seemingly lifeless wastes of the Sahara. The animals which live there are of a very different kind from those which live in the more fertile lands of the tropics.

Probably the least-known desert in the world is the Great Sahara, because the oases are so few and far between. The animals which live there are of a very different kind from those which live in the more fertile lands of the tropics.

There are cold deserts and hot deserts, but it is in the latter that the presence and continuance of animal life are the more remarkable. There are almost no places, however, in the world where life is so common as in the vast, arid, and seemingly lifeless wastes of the Sahara. The animals which live there are of a very different kind from those which live in the more fertile lands of the tropics.

Probably the least-known desert in the world is the Great Sahara, because the oases are so few and far between. The animals which live there are of a very different kind from those which live in the more fertile lands of the tropics.

There are cold deserts and hot deserts, but it is in the latter that the presence and continuance of animal life are the more remarkable. There are almost no places, however, in the world where life is so common as in the vast, arid, and seemingly lifeless wastes of the Sahara. The animals which live there are of a very different kind from those which live in the more fertile lands of the tropics.

SHE MADE HER OWN ANTIQUES.

A WOMAN'S TRIUMPHS IN FURNISHING HER ROOMS.

Get a Fine Table Out of an Old Piano Case and a Tea Table Out of a Washstand—Use Found for Old Church Pew—Arrangement of Book Shelves—A Carpenter's Achievements.

"We used to laugh at the antique shops for manufacturing old furniture, but they are now doing it in earnest. I have seen a woman living in a New York apartment house. It is wonderful what a lot of last century furniture many of them have devised."

The woman who said this presides over three rooms in one of the apartment hotels, and her living room is so attractive that the guests to whom she spoke had inadvertedly stood still upon entering and had said simply:

"It is really a beautiful room."

"I'm pretty sure," said the woman who made it, "and nearly all the old furniture here I made myself, with a carpenter to drive some nails and do some gluing."

The plain wall spaces of the room were paneled in dark oak, and all about the room were set graceful old oak pieces. Then the woman who was responsible told how she did it.

"Naturally, everybody looks at my big table first," she began. "Well, that used to be a piano. I was fearful of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

SHE MADE HER OWN ANTIQUES.

A WOMAN'S TRIUMPHS IN FURNISHING HER ROOMS.

Get a Fine Table Out of an Old Piano Case and a Tea Table Out of a Washstand—Use Found for Old Church Pew—Arrangement of Book Shelves—A Carpenter's Achievements.

"We used to laugh at the antique shops for manufacturing old furniture, but they are now doing it in earnest. I have seen a woman living in a New York apartment house. It is wonderful what a lot of last century furniture many of them have devised."

The woman who said this presides over three rooms in one of the apartment hotels, and her living room is so attractive that the guests to whom she spoke had inadvertedly stood still upon entering and had said simply:

"It is really a beautiful room."

"I'm pretty sure," said the woman who made it, "and nearly all the old furniture here I made myself, with a carpenter to drive some nails and do some gluing."

The plain wall spaces of the room were paneled in dark oak, and all about the room were set graceful old oak pieces. Then the woman who was responsible told how she did it.

"Naturally, everybody looks at my big table first," she began. "Well, that used to be a piano. I was fearful of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

SHE MADE HER OWN ANTIQUES.

A WOMAN'S TRIUMPHS IN FURNISHING HER ROOMS.

Get a Fine Table Out of an Old Piano Case and a Tea Table Out of a Washstand—Use Found for Old Church Pew—Arrangement of Book Shelves—A Carpenter's Achievements.

"We used to laugh at the antique shops for manufacturing old furniture, but they are now doing it in earnest. I have seen a woman living in a New York apartment house. It is wonderful what a lot of last century furniture many of them have devised."

The woman who said this presides over three rooms in one of the apartment hotels, and her living room is so attractive that the guests to whom she spoke had inadvertedly stood still upon entering and had said simply:

"It is really a beautiful room."

"I'm pretty sure," said the woman who made it, "and nearly all the old furniture here I made myself, with a carpenter to drive some nails and do some gluing."

The plain wall spaces of the room were paneled in dark oak, and all about the room were set graceful old oak pieces. Then the woman who was responsible told how she did it.

"Naturally, everybody looks at my big table first," she began. "Well, that used to be a piano. I was fearful of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."

"I brought it home and had a carpenter take the works out. If you want to devise an inexpensive thing, let me warn you to do it yourself, and engage a carpenter for half a day or so. That is far cheaper than sending to a dealer."

When the piano was closed it was a light box of rosewood. I had the carpenter take the top from the front, and he fitted in a plain pine drawer, stained dark, with the front piece for the front of the drawer. Then we spent half a day polishing the wood. The legs were beautifully carved, but the wood was covered with dust and scratches and required a good deal of work.

"When we were through, the wood looked as it does now. Then I spent several hours next morning selecting two brass handles for the drawers. I had them made by a local maker, and I had them polished and mounted on the drawers. I had them polished and mounted on the drawers."

"Then the tea table. I really don't think I know a more attractive one, if I do say it. And what do you think mine used to be? A washstand!"

"I found it in a second-hand shop. The moment I looked at it I knew it was oak—a drawer and one of the railings about three inches thick. I was afraid of its use, but I found it in the barn at my mother's—but you can pick them up almost anywhere for a few dollars. The wood alone is worth more than they sell for, for nearly all the old instruments were rose wood."